

Message Text

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ACTION EUR-12

INFO OCT-01 NEA-10 ISO-00 EB-07 /030 W

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O R 161019Z OCT 75

FM AMEMBASSY DOHA

TO AMEMBASSY LONDON

INFO SECSTATE WASHDC 907

C O N F I D E N T I A L DOHA 1149

FOR KAUFFMAN

E.O. 11652: GDS

TAGS: ENGR

SUBJECT: QATAR/QPC BUY BACK OIL NEGOTIATIONS

PLEASE PASS FOLLOWING FROM ANDY ENSOR OF MOBIL TO HIS OFFICE
IN LONDON.

1. THE FINAL PARAGRAPH LABELED SIXTHLY OF THE TEAM'S MESSAGE TO LONDON

OF LATE OCTOBER 15 WAS ALL THAT BROUSSEAU WOULD AGREE TO IN TERMS OF
OUR DESCRIBING OUR NEEDS HERE. AS THE ONLY REPRESENTATIVE HERE NE-
ITHER FROM CFP NOR SHELL I WANT TO GET MY VIEWPOINT ACROSS TO
MOBIL AND AS YOU SEE FIT TO THE OTHERS. IT MIGHT ALSO BE CONSTRUC-
TIVE TO MENTION THEM PRIVATELY TO MACPHERSON.

2. JAIDAH MADE IT CLEAR THAT HE WOULD START TO PUT THE HEAT ON WITH
THIS NEGOTIATION STARTING SATURDAY. FOLLOWS CONSIDERS THAT SHELL
MAY WELL COME TOGETHER CONSTRAINED TO AGREE TERMS BY ABOUT SUNDAY.

3. IF THIS HAPPENS QPC WOULD SURELY BE GIVEN LITTLE TIME (PERHAPS
MUCH OF THIS DURING YOUR WEEKEND) TO AGREE MUCH SAME TERMS. IF IT
DID NOT SHELL AT LEAST AND PROBABLY OTHERS LATER WOULD EXPRESS WILL-
INGNESS TO SIGN UP INDIVIDUALLY. THE ADVANTAGE, WHICH SEEMS TO ME
VERY GREAT AT THIS TIME OF IMPENDING HUNDRED PERCENT PARTICIPATION,
OF COLLECTIVE QPC ARRANGEMENTS WOULD THEN HAVE BEEN THROWN AWAY.

4. BROUSSEAU FEELS THAT QPC BARGAINING POSITION IS STRONGER THAN
ABOVE IN THAT JAIDAH COULD NOT ISSUE AND ACT ON A SHORT TERM
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ULTIMATUM. EVEN WITH SHELL SIGNED UP THIS WOULD BE TOO RISKY.

5. MY REPLY TO BROUSSEAU IS THAT I AM NOT CONFIDENT OF THIS AND THAT EVEN IF HE IS RIGHT JAIDAH'S HESITATION WOULD ONLY GAIN US SOME DAYS TIME IN WHICH TO TRY AGAIN TO RECONCILE THE VIEWS OF GROUPS. IF THESE VIEWS CAN BE RECONCILED NEXT WEEK THEN THEY CAN AND SHOULD BE RECONCILED THIS WEEK. BROUSSEAU AGREES TO THAT, HENCE HIS AGREEMENT TO PARAGRAPH SIXTHLY AND HE TELLS ME HE HAS TELEPHONED BONFILS TO SAME EFFECT.

6. HE HAS NOT EXPLAINED TO ME THE BACKGROUND OF CFP'S DIFFICULTY BEYOND SAYING THAT IT STEMS FROM THE FRENCH GOVERNMENT. HE DOES NOT EXCLUDE THE POSSIBILITY THAT CFP WILL NOW DECIDE IN THE LIGHT OF THE SITUATION HERE TO CHANGE ITS LINE, AND INFORM ITS GOVERNMENT THAT THIS IS NO LONGER TENABLE.

7. ALTERNATIVELY, IF CFP WILL NOT DO THIS BY END OF WEEK I SUGGEST THAT ANOTHER VERY STRONG EFFORT BE MADE TO ARRIVE AT A NEW INTERGROUP BACKGROUND TO THIS NEGOTIATION. AS I SEE IT THIS MIGHT SPELL OUT THAT

UNDER CERTAIN POSSIBLE FUTURE CIRCUMSTANCES THE OTHER GROUPS SHOULD TAKE OVER CFP'S RIGHTS, OBLIGATIONS AND VOTE IN THIS AREA. THIS COULD

PRESERVE THE QPC APPROACH NOW AT THE COST OF HYPOTHETICAL LIFTINGS UN-

DER TAKINGS ON CFP'S SHARE WHICH WOULD BE SMALL IN ABSOLUTE TERMS AND WOULD NOT CREATE WORRYING PRESENTS FROM ELSEWHERE.
YOUNG

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PETROLEUM, CONTRACTS, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 16 OCT 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975DOHA01149
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750359-0038
From: DOHA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751048/aaaabqpe.tel
Line Count: 88
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 24 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <24 JUN 2003 by ShawDG>; APPROVED <06 NOV 2003 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: QATAR/QPC BUY BACK OIL NEGOTIATIONS PLEASE PASS FOLLOWING FROM ANDY ENSOR OF MOBIL TO HIS OFFICE
TAGS: ENRG, QA, SHELL OIL CO
To: LONDON
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006